

Want Ads.,
Agriculture,
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The Times

INDUSTRIAL SECTION

Dispatch

Financial,
Manufacturing,
Real Estate.

RICHMOND, VA., SUNDAY, FEBRUARY 25, 1912.

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REAL ESTATE AND BUILDING NEWS

Some Lively Doings in
West End Part of
Greater Richmond.

SPECULATORS ARE IN THE LIMELIGHT

Permanent Investors Are Taking
Notice, Too—Manufacturing
Enterprises Looking to the
West End for Eligible Sites.
Homeseekers Also Look-
ing Westward.

The week just past, like its predecessor, was noted for its rapid changes in real estate transfers, and equalled if not surpassed the previous week in the volume of trading in Richmond and suburban real estate. If there is any let up at all in the activity, it has been rather from the fact that the market has either sold out or has been oversold than from any lack of interest on the part of the speculators or would-be buyers, for, as one agent states, the demand still continues far in excess of the supply.

It is somewhat significant that no positive denial or confirmation has been made by the railroad people or those in authority concerning the rumors of last week as to big railroad improvements in the West End; neither had it been definitely decided whether the purchasers of large tracts in that section were absolutely acting for themselves or for others.

Something Doing.
It is suspected, in a certain measure, that there is a "power behind the throne" which has not yet shown itself, but which for obvious reasons is kept behind the scenes until the plans are fully matured, or until all of the property needed is acquired. Some investments of a prominent railway man are color to this end.

Outside and in addition to this mysterious influence, most of the property dealt in is in this speculative zone that is steadily enhancing in value by natural growth and expansion of Richmond, exhilarated and stimulated by county and municipal improvements, such as the park to park boulevard, improvement of roads and streets, manufactures already in the course of construction and others in contemplation, not generally known to the public.

West End Talk.
Now just what this West End boom amounts to I do not exactly know. There is all kind of talk about new enterprises out there. The Kline Motor Company's plant is an established fact. J. S. Taylor & Co. have just sold large acreage to an iron company, which proposes to build quickly. J. Thompson Brown & Co. have sold some lots to investors who propose to put in some plants of one kind and another. Another column of today's Times-Dispatch tells of the sale of a big bakery establishment that is to go up out there. There is all kinds of talk about some big things that the railway people intend to do out there and all of these things seem to have put the speculators and investors on edge.

Anyhow, the fact remains that a good deal of property in the West End has changed hands during the past week. Some of the deals may have been in the nature of trades, some may have been swaps, and all the kind of that, some may have been trades merely on paper, but the fact remains that property out west that less than a year ago sold for \$20 and the like of it, is now selling for \$100, and being traded in for from two to five times as much.

From all that I can gather, the real estate men during the past week sold and swapped and traded good Richmond and suburban dirt to the amount of more than \$1,000,000, and I guess they did not fail to collect the commissions going and coming.

Cast Iron Facts.
But, coming down to particulars: Williams & Cease tell me that they made some good sales, amounting to something more than \$500,000, and this includes a big sale of West End property.

J. Thompson Brown & Co., while not at liberty, so the junior member of the concern said, to particularize, ventured to say that last week they sold about \$600,000 worth of property. Among these sales, one of the largest was the sale of a large tract of Broad Street acreage, between \$15,000 and \$20,000; a block of Boulevard property, amounting to between \$20,000 and \$25,000; Broad Street lot between \$15,000 and \$20,000; and East Franklin Street residence at \$10,000, and other property in various locations throughout the city and suburbs, aggregating \$25,000 or more; some of which were purchased for actual occupancy, and others for purely speculative purposes.

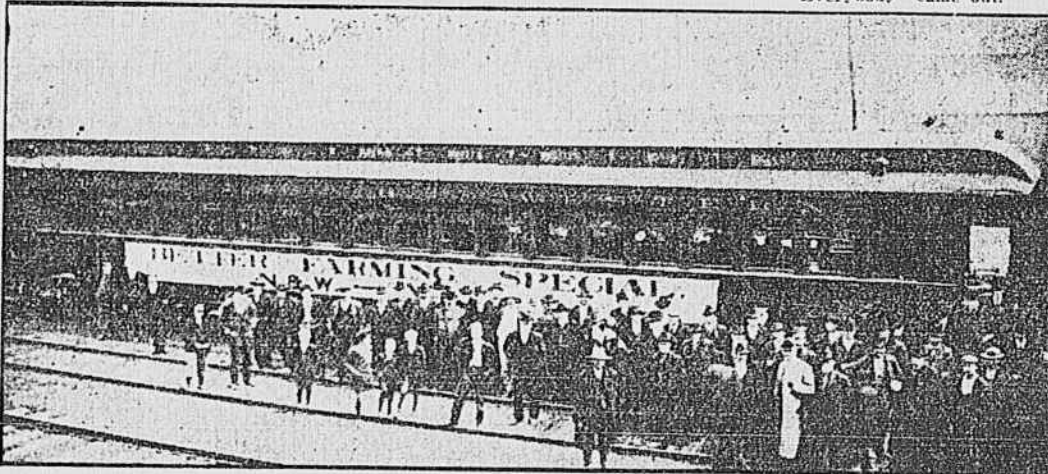
Richeson & Crutcher had a rush week. They sold about \$125,000 worth of property, including a whole lot of West End dirt and two Broad Street stores, two Second Street stores, a considerable lot of vacant ground on West Main Street and some good business property on East Franklin Street, also three stores near the western end of the new viaduct.

Perhaps the most important sale of the week was made by the junior member of the firm of Seldon Taylor & Co. The young man is a little reticent as to particulars, but all the same it leaks out that he made a big sale of acreage property out on the Acca Road, and the buyer is a local iron worker, a man with ample capital and a good deal of experience. With local capital he proposes to establish on his ten-acre lot a big iron manufacturing plant, and I hear that not less than \$200,000 will be invested in it. The property of this new plant will adjoin that of the Kline Motor Car Company. Gibson & Nuckley report some right big sales. They have been doing business from the extreme East End to the far West End, and away out into the suburbs, and in all they sold something more than \$100,000 worth of valuable dirt. They are live members, they are, and in their new offices down

FARMERS' INSTITUTE TRAINS IN VIRGINIA



Everybody came out.



Many people attend.



In the lecture car.

MORE GOOD ROADS A LIVING SUBJECT

Views of the President of Great
Railway System—The Farm-
ers' Salvation.

Good roads is a subject that will not down. There are some people who think good roads advocates are confined to the owners of automobiles, and that therefore good roads are more of a luxury than a necessity. The country folks are beginning to see that this is merely the talk of country politicians. The fact is that the good roads movement is growing, and growing in the right direction. All interests from that of the big railroads down to that of the most unpretentious of the one-horse farmers are well served by good roads. A broad-minded view of the advantages to all classes of better highways is made in a statement recently issued by W. W. Finley, the president of the Southern Railway Company. Mr. Finley is a practical man and he always talks right to the point. Besides being the president of a great railway system, he is the chairman of the executive committee of the American Association for Highway Improvement.

In his statement Mr. Finley makes an earnest plea for the construction of country highways radiating from a market town or a shipping station on a railway as likely to do the greatest good to the greatest numbers. He urges that attention should be first given to the parts of the road immediately adjacent to towns and shipping stations, and that the improvements be extended into the country as funds become available year by year. Such a plan would in time give the country districts good systems of roads of immediate benefit to the farmers, and serving to enlarge the trade of retail merchants to facilitate the work of rural mail carriers and to extend the range of circulation of local newspapers on the day of publication. Failing in with this system of radiating roads, and in President Finley's judgment, trunk lines and through lines for tourists created by connecting up adjoining systems of radiating roads.

These are practical suggestions, worthy of serious attention on the part of every one interested in good roads. They furnish a plan of definitely policy in road improvement that places the responsibility where it belongs, upon the people of the locality to be benefited immediately by the improvement. So much is to be done in this direction that there are opportunities for the trying out of a number of policies. Of the 2,100,000 miles of roads in the United States, less than 200,000 miles are improved. The 2,000,000 miles unimproved means actual loss to hundreds of thousands of people, especially the farmers, in hauling their products to market, and they prevent the enhancement of value of farm properties that would come with first-class means of communication. The spirit of improvement is quite widespread, being manifested in the building of nearly 50,000 miles of improved highways in the five years between 1904 and 1909, and the expenditures now under way averaging probably \$500,000 per day for other improved roads. A number of States have systematized this work more or less, as far as the use of State funds is concerned. But there is still a vast amount of planning to be done, and it looks as though it might be wise for the suggestion of President Finley to have some weight in the planning.

VIEWES AND NEAR VIEWES; HINTS AND SUGGESTIONS

Sign Boards and Things—Farmers and the Lime
Bill—Man With a Liver—Hint to Statesmen.
Figures That May Lie—Varicus Hints
From Many People.

BY FRANK S. WOODSON,
Industrial Editor.
This column is open to contributors who have something to say of a suggestive nature and who are willing to make hints and suggestions looking to the better development of the good old States of Virginia, West Virginia and North Carolina, and who can hold their suggestions down in any one issue to not more than 200 words. Such communications, addressed to the Industrial Editor, will receive prompt attention.

"A Commercial Traveler" writes the Industrial Section as follows: "I wish to offer a suggestion, which if it has the desired effect, will be a great comfort to travelers in Virginia, that is, such of them as have hit the country roads. To the folks who live in the country and know every by-path and bog path like a child knows the alphabet, it is no figure, but to the stranger within the gates the absence of them are harmful. It would not cost the counties very much to have a sign board put up at every cross-road and every fork in the road to let the traveler know which road to take when he gets there. The old-fashioned sign board seems to be obsolete in the Virginia country districts. My suggestion is that they be revived. These signs are an invaluable aid to the stranger in the territory. Let's have them in Virginia."

A Judge Who Thought So.
Referring to the above, I well remember old Judge John M. Cloud, of North Carolina. He was a diamond in the rough, a man who knew law, and a lot of it, and he had his way of explaining it in the rough. On his way once to a circuit court in his jurisdiction he took the wrong road and went forty or more miles out of the way. When finally he got to the seat of government in that county and opened his court, he instructed the grand jury to indict the county officials for not having up sign boards at all the cross-roads for the guidance of travelers. I don't think any of the officials had any fines to pay nor any jail terms to serve, but they took the hint, and that county has been famous ever since for the luminously informing character of its sign boards on all of its roads. Judge Cloud has been dead a quarter of a century, but his sign boards still live in Caswell county, N. C.

Farmers and Farmers.
I guess I have on my table forty letters, more or less, concerning the lime grinding bill now before the Legislature. All of them are from farmers or friends of farmers, and all advocate the passage of the bill, and all the writers want a big force of convicts put to work grinding lime for agricultural purposes. Well, I guess lime is a good thing on the farm and I guess the average farmer needs all the help he can get, but somehow I am getting an idea that there is a little too much being asked of this Legislature. Virginia farmers are getting to be in a tight rock condition to take care of themselves, and it looks to me as if they will be prouder of themselves if they work out their own salvation and not rely too much upon State help. The Commonwealth is doing a great deal to help the farmers out, as much as ought to be expected. The question is, are the farmers taking advantage of

all of the good things they have in sight?

A Wall From 'Way Back.
A correspondent from Albemarle county, who seems to be suffering somewhat with a hob-nail liver, writes to the Industrial editor as follows:
"We Virginians need to study economics and learn how wealth is produced, as the newspaper definition of that thing called 'prosperity' is very vague and misleading. Some think that prosperity consists of, and is dependent on, certain men's 'hoarding up' on their capital and investing it in the commerce and trade of the State (or in certain speculative enterprises, as in real estate).

I hold that the need of capital to develop Virginia is greatly exaggerated. There are three factors involved in the production of wealth—land, labor and capital. Of the three factors, capital is the least important, though it is a great aid to labor, in labor's work on land.

Virginia has the finest land and location in the world. The term land includes farm land, factory sites, dwelling sites, mineral land, timber land and also fisheries.

Virginia also has fine crops of children, and though some of them are mighty lazy, still if we just could keep them in Virginia (and educate them), then, with the help of negroes, we would have enough labor to greatly multiply the production of food and other needs of life. In an agricultural State much can be done on little capital, provided that the land is not monopolized, and labor denied access to the use of it, that is, can use it without paying exorbitant rent.

So I submit that the great problem with us to-day is to keep our own boys and girls in Virginia, and to educate them. Few people are aware of how many have gone West or North (and are now doing it). When land values rise, production drops, and capital seeks investment at lower values elsewhere, and wages and interest fall as rent goes up.

Of course, no legal enactment can control the natural economic rise in land values, as it is but the mirror which shows the growth of a community, but if the community does not put up the tax assessments in due proportion to this growth in values, the result is that rent absorbs an undue portion of the wages of labor and interest of capital. Hence our present condition. Both labor and capital are going where land is assessed at its full value for taxes.

Politics and Business.

"J. B. H." of Pulaski, writes: "I want to offer a suggestion to the effect that the less the Legislature monkey with the industrial situation of Virginia the better it will be. I hear there are various bills before the lawmakers relative to industrial development, among them one by a Senator from a mountain county, proposing to abolish the Industrial Board, with its work of proper advertising and proper distribution of the products of the State, and leaving all of its good work to the office of the Commissioner of Agriculture. The commissioner has about all he can do as matters now stand, and I think it would be cruel to impose more duties upon him. Anyhow, the Industrial Board, with its work of proper advertising and proper distribution, has been doing some big things for Virginia. Let's keep it going. I hear

FRUIT-GROWERS IN OLD VIRGINIA

They Plan to Pull Together for
Mutual Benefit and Help
Each Other.

VERY STRONG ORGANIZATION
Careful Grading of Fruit and
Honest Packing Are Funda-
mentals to Success.

BY CLARENCE W. MOOMAW.

Staunton, Va., February 24.—Over two years ago Virginia fruit growers responded to the spirit of co-operation which in recent years has rapidly spread over the fruit sections of the United States. Some of the leading lights in the industry organized the Shenandoah Valley Fruit Growers' Association, which operated for the first time during the season of 1910. In its first year it faced the unusual difficulties that such an organization must continually face and overcome, but through the perseverance of its officers and an enviable record was made in the way of bettering market conditions for a large number of growers, and it was conceded the association meant at least 50 cents a barrel more than its members would have received if, as formerly, they had been compelled to sell to the speculator. As a result of its record in 1910, the membership increased and spread to sections outside the Shenandoah Valley, so that last spring its corporate name was changed to Virginia Fruit Growers, Incorporated, with offices at Staunton.

During the season just passed the new association has shipped apples for growers in thirteen counties to points of destination 4,000 miles apart, and its members, in the main, concede the organization has saved them around \$1 a barrel.

This is a large saving and must be accepted as a splendid record for an organization operating for only its second year in a territory where orchards are widely scattered, and operating in a way that has meant a revolution in the entire industry.

Under the old system, the growers were accustomed to sell their apples in the orchards delivered on the packing tables, and they were compelled to accept the operators' price. Furthermore, the growers were not identified in the markets with their fruit, thereby losing the profits of the reputation that should accrue to them from the production of fine fruit. Again, it rarely occurred that packages of apples thus shipped by the operators bore anything that would identify the fruit with Virginia.

THIRTY YEARS OF SOUTHERN GROWTH

Some Facts and Figures Gathered From the Very Best
of Authority.

MANUFACTURERS' RECORD
In Celebration of Thirtieth Birth-
day a Great Journal Tells
Splendid Story.

The Manufacturers' Record, of Baltimore, one of the finest industrial journals of all the country, celebrated its thirtieth anniversary last week by issuing an immense supplement, or part two, of its regular edition, in the which a general review of industrial advancement in the South within the past thirty years was shown forth. Column after column of detail it took to tell this interesting story of thirty years of Southern growth, but the following summary is all that my pages will find room for, and this summary very well covers the whole thing:

Many as were the difficulties with which the South was confronted as it advanced toward its present position of prosperity, they served two main purposes. Instead of baffling courage and energy, they were really spurs to greater endeavor and persistence, and, viewed in retrospect, they emphasize the definite achievements of the South since 1880.

In the past thirty-two years, with its population increasing in number by 14,124,975, the South has—

Added \$3,088,000,000 to its capital invested in manufacturing.
Increased the value of its farm lands and their improvements by \$6,755,910,000 and the area of its improved farm acreage by 7,200,325 acres.
Cut \$72,721,000,000 out of lumber.

Harvested 30,563,326,000 bushels of leading grains, of which 24,458,309,000 were corn, 3,670,258,000 oats and 2,434,650,000 wheat, in addition to all the rice grown in the country, now averaging from 18,000,000 to 20,000,000 bushels a year.

Marketed 28,558,435 bales of cotton, increasing the annual production from 5,761,252 bales to 12,120,095 bales in the season ended August 31, 1911, and to more than 15,000,000 bales in the present season.

Added \$32,200,000 to the capital invested in cottonseed-oil mills.
Made 33,165,000 tons of pig iron and 140,000,000 tons of coke.
Mined 1,324,000,000 tons of coal.
Dug 121,300,000 tons of iron ore.
Sold 37,700,000 tons of its pebble and rock phosphate.
Produced 715,000,000 barrels of petroleum.

NEW MOVEMENT LOOKS TO SOUTH

Settlement and Development Organization
Started in Baltimore.

MAY ACCOMPLISH
GREAT RESULTS

Chief Possibilities for Attracting
Desirable Immigrants Lie in an
Educational Campaign—Mi-
gration From West and
Northwest Should Be
Encouraged.

BY W. J. LAUCK.

Washington, February 24.—One of the most important movements which has ever been undertaken for the development of the South was inaugurated at Baltimore last Tuesday. It is an outgrowth of the recent meeting of the Governors of the Southern States, and is to be known as the Southern Settlement and Development Organization.

The permanent organization consists of an executive committee composed of representatives from each of the sixteen Southern States, and from the land and industrial departments of each of the railroads traversing the South. The object of the movement is to secure desirable agricultural and other labor for the South. The organization is to be maintained by the voluntary contributions of corporations, commercial bodies and private citizens.

Resolutions Adopted.
The series of resolutions calling upon Southern States to establish immigration bureaus and to appropriate money for advertising their resources, which have been characteristics of previous gatherings of this kind, were first adopted. Resolutions were also passed requesting the national government to designate other ports of entry for immigrants in the South Atlantic and Gulf States, and to provide additional facilities at Baltimore, Charleston, New Orleans and Galveston. The significant outcome of the meeting, however, was the resolutions establishing a permanent organization, with headquarters at Baltimore, and branch offices at such other places as may be necessary for the purpose of co-operating with national and State agencies in stimulating immigration to the South.

What the Organization Can Do.
The question that first arises in the mind of the thoughtful citizen is what can this new organization do in a practical way to promote desirable immigration to the South?

Its greatest possibilities lie in an educational campaign. It is an accepted fact that the Southern people are opposed to unrestricted immigration. The sentiment in the South is in favor of immigration of Anglo-Saxon stock and a careful selection of immigrants of such other races as may be found to be desirable. Any promotion of an unselected labor supply will not receive support. As a consequence, the first work of the Southern Settlement and Development Organization should be to address itself to the task of ascertaining what immigrants would form a desirable class of farmers and wage earners for the South. Their decision in this connection should not be based on industrial and commercial considerations alone, but also upon the probable effect of immigration of a certain character upon political and social conditions in the Southern States.

Abundant material is at hand to arrive at an intelligent decision upon this most important question. The reports of the United States Immigration Commission are now being issued. They are the result of exhaustive and impartial investigations which necessitated the expenditure of more than \$500,000. In these volumes, the social, political and industrial effects of recent and past immigration are shown. The characteristics and personal and industrial qualities of the members of each race which has been entering the United States are set forth in great detail. The immigration experience of other countries is also reviewed and a matter of special value will be the consideration of the selective policy followed by Canada in eliminating undesirable Southern and Eastern Europeans. Furthermore, these reports of the Federal commission contain the results of special studies of Southern and Eastern European colonies in the Southern States, as well as of the wage earners in Southern mines and manufacturing establishments.

The data in brief is available by which the Southern Settlement and Development Organization can reach a conclusion and inform the people of the South as to what races, if any, of recent immigration to the United States should be attracted to the Southern States. If the new body will do this work carefully, the Southern people will accept their findings and support the organization because they know it is composed of men who are representative of the South and its best interests. Such a study by the Baltimore organization is a necessary preliminary to any further activities. It must determine what classes of immigrants are desirable to the Southern States, and give its reasons for its decision. It will thus overcome prejudices and reasonable opposition. Otherwise, the movement will be abortive.

Methods of Securing Desirable Immigrants.
When the new organization has convinced the Southern people of the desirability of certain races of immigrants, the next problem with which it will be confronted will be the methods to be followed in securing these immigrants. Owing to the complexities and irritations of the contract labor laws it does not seem practical to attempt any direct stimulation of immigration from Great Britain and Northern Europe to the South. About all that seems feasible along these lines would be an advertising campaign by the Southern States to correct the ignorance and misrepresentations which exist relative to the South. In no event should direct immigration from any country of Southern and Eastern Europe be sanctioned.

Already there has been a considerable

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